

Message Text

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46

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 TRSE-00 CIAE-00 INR-07 NSAE-00

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R 071209Z AUG 75

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 3063

INFO USDOC WASHDC

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USDOC FOR BEWT/USSR AND TDAD

E.O. 11652 N/A

TAGS: ETRD, EIND, UR, US

SUBJ: RECENT SOVIET MILLION DOLLAR-PLUS DEALS WITH US FIRMS

1. SILICON TECHNOLOGY CORP. (OAKLAND, N.J.) BROKE INTO SOVIET MARKET LAST WEEK WITH ORDER FOR 40 SIZING MACHINES WORTH SOME 1.4 MILLION DOLLARS. MACHINES DESIGNED FOR CUTTING SILICON USED IN MANUFACTURE OF SOLID STATE DEVICES. COMPANY FIRST MADE CONTACT WITH SOVIETS AT LAST FALL'S ELEKTRONIKA SHOW IN MUNICH. COMMERCIAL OFFICE TOLD CONTRACT WOULD BE SIGNED BY TEKHNOPROMIMPORT AND STC PRESIDENT GEORGE KACHAJIAN ON AUGUST 1.

2. ALBANY MACHINE CO. (ALBANY, N.Y.) EXPECTED TO SIGN CONTRACT WITH METALLURGIMPORT AUGUST 1 FOR "AUTOFORGE" FORGING/CASTING MACHINES WORTH ABOUT 1.5 MILLION DOLLARS. SALE FOLLOWED 1973 ORDER FOR OVER THREE MILLION DOLLARS. ALBANY MACHINE VICE PRESIDENT EARL MILESON UNDERSANDS MACHINES DESTINED FOR ZIL PLANT.

3. FOLLOWING ORDER FOR 50 FIAT-ALLIS 41B TRACTORS REPORTED MOSCOW 2766, TRAKTOROEKSPORT EXERCISED OPTION FOR 20 ADDITIONAL MACHINES WORTH ABOUT SIX MILLION DOLLARS. FIAT-ALLIS HAS STRONG PROSPECTS FOR

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MORE SALES OF THESE US-PRODUCED TRACTORS FOR MINING

AND RAILROAD CONSTRUCTION WORK AND WILL EXHIBIT ONE
41B AT DONETSK COAL SHOW OPENING AUGUST 28.
STOESSEL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: EQUIPMENT, BUSINESS FIRMS, INDUSTRIAL PLANTS
Control Number: n/a
Copy: SINGLE
Draft Date: 07 AUG 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975MOSCOW11092
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750272-1272
From: MOSCOW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750874/aaaacmyk.tel
Line Count: 64
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 02 JUN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <02 JUN 2003 by CunninFX>; APPROVED <03 JUN 2003 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: RECENT SOVIET MILLION DOLLAR-PLUS DEALS WITH US FIRMS
TAGS: ETRD, EIND, UR, US
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006